

## Message Text

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PAGE 01 FUKUOK 00176 020616Z  
ACTION EA-09

INFO OCT-01 ISO-00 EB-08 /018 W  
-----039275 020617Z /23

R 020500Z AUG 77  
FM AMCONSUL FUKUOKA  
TO USDOC AWASHDC  
INFO AMEMBASSY TOKYO  
SECSTATE WASHDC 776

UNCLAS FUKUOKA 0176

E.O. 11652: N/A  
TAGS: BEXP, JA  
SUBJECT: WTDR/FTI - YASKAWA ELECTRIC MANUFACTURING CO., LTD.

REF: USDOC WASHDC 13078

1. JAPAN 2. COUNTRY CODE: 588 3. SER NO: 0020800
4. YASKAWA ELECTRIC MANUFACTURING CO., LTD.
- 4A. CODE: K 4B. CODE: C
5. 2346 FUJITA, UAHATA-NISHI-KU,
6. KITAKYUSHU CITY, JAPAN 806
7. ESTAB: 1915 8. EMPL: 6,231 9. SIZE: (18-X) VERY LARGE
10. REPUTATION: (22-X) EXCELLENT
11. SELLS ITS PRODUCTS IN THE FOLLOWING FOREIGN AREAS LISTED IN  
ORDER OF IMPORTANCE: BRAZIL, UNITED STATES, KOREA, SAUDI ARABIA,  
IRAN, PHILIPPINES
12. RPT. DATE: 07/77
- 13A. 3621X/04. MFR. & EXP. OF ELECTRIC MOTORS & GENERATORS.
- 13B. 3622X/04. MFR. & EXP. OF GENERAL INDUSTRY POWER CIRCUIT  
DEVICES & CONTROLS.
- 13C. 36132/04. MFR. & EXP. FF POWER CIRCUIT BREAKERS, ALL VOLTAGES.
- 13D. 36790/047. MFR., EXP. & ENG. OF ELECTRONIC DEVICES &  
RELATED PRODUCTS FOR INDUSTRIAL USE.
- 13E. 3613X/04. MFR. & EXP. OF SWITCHES & SWITCHGEAR.
- 13F. 3566X/04. MFR. & EXP. OF ADJUSTABLE SPEED CONTROL EQUIPMENT.

UNCLASSIFIED

UNCLASSIFIED

PAGE 02 FUKUOK 00176 020616Z

- 13G. 3823X/04. MFR. & EXP. OF DATA PROCESSING EQUIPMENT.
- 13H. 3523X/04. MFR. & EXP. OF PULVERIZERS.
- 13I. 382XX/04. MFR. & EXP. OF AUTOMATIC INDUSTRIAL CONTROL  
EQUIPMENT.
14. CONTACT: MR. TATSUMI KATO, MANAGER OF OVERSEAS DIVISION
15. CABLE: YASKAWAMOTOR TOKYO 16. TELEX: 222-2273
17. PHONE: 03-217-4111

18. FINANCIAL REFS: DAIICHI KANGYO BANK, KOKURA BRANCH, 1-4-21  
UO-MACHI, KOKURAKITA-KU, KITAKYUSHU CITY 802 JAPAN.  
SANWA BANK, FUKUOKA BRANCH, 10-24 TENJIN 1-CHOME, CHUO-KU, FUKUOKA  
CITY 810 JAPAN

19. TRADE REFS: PHOTOCIRCUITS CORP., 31 SEA CLIFF AVENUE, GLEN  
GOVE, NEW YORK, 11542; MODICON CORP, P.O. BOX 83 SHAWSHEEN  
VILLAGE STATION, ANDOVER, MASS. 01810; QUME, 2323 INDUSTRIAL  
PARKWAY WEST, HAYWARD, CAL. 94545

20. FOREIGN FIRMS REPRESENTED: TECHNICAL TIE-UP WITH PHOTOCIRCUITS  
CORP. 31 SEA CLIFF AVENUE, GLEN COVE, NEW YORK 11542 FOR PRINT  
MOTOR IN 1970. TECHNICAL TIE-UP WITH INDUCTOSYN CORP., 729  
NORTH CARSON STREET, CARSON CITY, NEVADA 89701 FOR PRECISE  
POSITION DETECTOR IN 1962. TECHNICAL TIE-UP WITH MODICON CORP.,  
P.O. BOX 83 SHAWSHEEN VILLAGE STATION, ANDOVER, MASS. 01810 FOR  
PROGRAMMABLE CONTROLLER IN 1971. TECHNICAL TIE-UP WITH INTERACTIVE  
SYSTEMS INC., 3980 VARSITY DRIVE ANN ARBOR, MICHIGAN 48104 FOR  
WIDE-BAND MULTIPLE TERMINAL DATA SYSTEM IN 1976.

21. THE FIRM IS A LEADING ELECTRIC MOTOR MANUFACTURER IN JAPAN  
WITH BRANCHES THROUGHTOUT JAPAN AND OVERSEAS BRANCHES IN DUSSELDORF,  
SINGAPORE AND TAIPEI. IT HAS 3 PLANTS IN KYUSHU AND ONE IN  
SAITAMA PREF. ANNUAL SALES FOR THE YEAR ENDING MARCH 1976 AMOUNTED  
TO 48 BILLION YEN WITH LOSS OF 0.4 BILLION YEN. FOR THE YEAR  
ENDING MARCH 1977 SALES AMOUNTED TO 56 BILLION YEN WHILE THE FIRM  
SHOWED A LOSS OF 3.9 BILLION YEN. MAJOR STOCKHOLDERS: EMPLOYEES  
OF YASKAWA ELECTRIC MANUFACTURING CO. HOLD 3.9 PERCENT OF SHARES,  
DAIICHI KANGYO BANK 3.5 PERCENT AND MEIJI LIFE INSURANCE COMPANY  
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PAGE 03 FUKUOK 00176 020616Z

2.4 PERCENT. ALTHOUGH THE COMPANY HAS RUN A DEFICIT THE LAST TWO  
YEAS, BOTH LOCAL BANKING AND COMMERCIAL SOURCES REPORT ITS CREDIT  
STANDING IS EXCELLENT. THE CONSULATE RECOMMENDS THE FIRM AS AN  
EXCELLENT TRADE CONTACT FOR INTERESTED U.S. FIRMS.

22. PREPARED BY Y. YAMAMOTO APPROVED BY: K.L. NORTON AT AMCONSUL  
FUKUOKA. JAPAN  
GRIFFIN

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
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**Copy:** SINGLE  
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**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
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**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
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**Office:** ACTION EA  
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**Original Handling Restrictions:** n/a  
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**Subject:** WTDR/FTI - YASKAWA ELECTRIC MANUFACTURING CO., LTD.  
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**Type:** TE  
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**Review Markings:**  
Margaret P. Grafeld  
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